

MAKING MILK

By Julie Berry

Increasing profitability through components and quality

Most businesses are focused on maintaining or increasing profitability. For farm businesses the major area of income is milk. And increasing quality, quantity and components hold the key to increasing profit.

Winter Dairy Management meetings that ran across the state in March and April provided the springboard for articles on understanding the financial impact of increasing components and the nutritional impact on components.

PRO-DAIRY's Kathy Barrett and Jason Karszes partnered to write an article on the impact of components on milk price. For the average dairy farm milk components comprise over 90% of the net pay received. An analysis of the Cornell Dairy Business Summary

revealed that component milk price ranges from \$18.36 to \$19.64 across dairies. The range in percent butterfat accounted for \$.67/cwt of the difference and the range in percent protein accounted for \$.79/cwt of the difference.

Tom Overton, Professor of Dairy Management at Cornell, and Dave Balbian, Dairy Specialist with the Central NY Dairy and Field Crops program of Cornell Cooperative Extension, partnered to explore nutritional strategies to maximize milk fat and milk protein yields to maximize milk revenue.

Co-Vale Farms shared their farm's strategy to increase components. Owner-operator Brad Cates focuses on pounds of components, not percentages. Working with a nutritionist, the farm produces 31,000 lbs of milk with 4% butterfat and 3.13% protein.

Blake Gendebien, Twin Mill Farms, increased profitability by a

**This Manager
issue from
PRO-DAIRY
focuses on
making milk.**

focus on quality that dropped somatic cell count by more than half. Butterfat ranges from 3.93 to 4.0% and protein ranges from 3.15 to 3.17%.

Rick Watters, a senior Extension veterinarian with Quality Milk Production Services, provides a milking equipment maintenance schedule to optimize quality milk.

Larry Chase, a Cornell professor in the Department of Animal Science, shares the latest research on feeding shredlage to increase the nutritive value of corn silage.

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Save the date!

For more information, email biogas@cornell.edu or visit <http://pro dairy.cals.cornell.edu/conferences>.

2015 Dairy Environmental Systems and Climate Adaptation Conference and Tours

This 3-day regional conference features an opportunity to learn from more than 40 speakers about emerging dairy housing and manure management systems in conjunction with regional climate trends and adaptation strategies for the Northeast and upper Mid-West US. Multiple tour options will showcase on-farm integrated waste handling/treatment systems and climate adaptation strategies.

Speakers include: Hans Johr: The Corporate Head of Agriculture for Nestle in Switzerland. He will discuss the role of climate change with respect to global ag policy decision making, while highlighting the importance of planning for and adapting to perceived changes in climate and their impact on ag facilities. John Fiscalini: California dairyman and cheese-maker, home of the world-famous Fiscalini farmstead cheese! Frank Mitloehner: Professor and Extension Specialist at UC-Davis, specializing in agricultural air quality and sustainability. He will discuss sustainable intensification of animal agriculture to satisfy human nutritional needs while protecting the environment.

■ July 29 – 31, 2015, The Statler Hotel, Cornell University, Ithaca, NY

The Manager, a special section prepared by PRO-DAIRY specialists appears in DairyBusiness East four times a year. In keeping with the PRO-DAIRY mission, The Manager helps strengthen the management skills of dairy producers and increase the profitability of the dairy industry. PRO-DAIRY, an educational program begun in 1988, is a joint venture of the New York State Department of Agriculture and Markets, Cornell University's College of Agriculture and Life Sciences, and Northeast agriservice organizations. For reprints of PRO-DAIRY's The Manager, contact Heather Darrow, 272 Morrison Hall, Cornell University, Ithaca, NY 14853. Phone: 607.255.4478 Email: hh96@cornell.edu